

## SAMPLE REFERENCES FOR BILL FAIRCLOUGH IN CHRONOLOGICAL ORDER FROM 2000

Oral references from those persons giving these references may be no longer available, for example, because the referee is deceased or uncontactable. In those circumstances, there exists alternative evidence often including the original reference to substantiate the references reproduced here.

Please note these are only samples and in the event other references are required they may be made available, albeit so far as Faire Sans Dire is concerned, given the nature of its business, the references may have to be provided anonymously or may be provided subject to a confidentiality agreement as may my full Curriculum Vitae.

All my directorships in England & Wales can of course be corroborated at Companies House under my full name, John William Percy Fairclough. A summary of most of my directorships is set out below.

### BILL FAIRCLOUGH'S CURRENT & PAST DIRECTORSHIPS

NAME OF COMPANY	ROLE	COUNTRY	ACTIVITIES	APPOINTED	RESIGNED
Agrequip Ltd	Director	UK	Credit Co	01.01.87	26.07.88
Barclays Bank Trust Co. Ltd	FD	UK	Banking	09.02.96	18.01.99
Barclays Financial Services Ltd	FD	UK	Finance Co	15.08.96	30.09.98
Barclays Holdings Ltd	Director	UK	Holding Co	09.02.96	18.01.99
Barclays Mercantile HBS Ltd	NED	UK	Finance Co	01.01.87	31.08.88
Barclays Retail Services Ltd	NED	UK	Credit Co	05.09.90	15.10.91
Barclays Stockbrokers Ltd	FD	UK	Stockbroker	21.02.96	18.01.99
Chexcel Ltd	CEO	UK	Banking	01.01.89	06.09.90
Citibank Investments Ltd	MD	UK	Investment	01.01.85	31.03.86
Dekription Ltd	Chairman	UK	Publishing	07.03.13	
Ebbgate Holdings Ltd	Director	UK	Holding Co	07.10.91	17.11.93
ECF Group Plc	NED	UK	Holding Co	21.12.07	31.01.12
Enkription Ltd	Chairman	UK	Publishing	27.01.13	
European Collateral Finance PLC	NED	UK	Finance Co	01.05.07	19.12.07
European Corporate Finance PLC	NED	UK	Finance Co	01.05.07	21.12.07
Faire Sans Dire Ltd	CEO	UK	Investigatory	08.09.95	24.06.97
Faire Sans Dire Ltd	Chairman	UK	Investigatory	11.12.09	
Faire Sans Risque Ltd	CEO	UK	Arbitrage	01.07.99	20.12.05
Fiatagri Finance Ltd	FD	UK	Credit Co	01.01.87	05.08.88
Instinet Global Services Ltd	FD	UK	Service Co	06.02.92	19.05.95
Instinet Holdings Ltd	FD	UK	Holding Co	01.08.94	19.05.95
Instinet International Ltd	FD	UK	Stockbroker	01.08.94	19.05.95
Instinet Investment Services Ltd	MD	UK/Japan	Stockbroker	07.10.91	19.05.95
Instinet Japan Ltd	FD	UK/Japan	Stockbroker	07.03.94	19.05.95
Instinet Nederland NV	FD	Holland	Stockbroker	20.02.95	19.05.95
Instinet Pacific Ltd	FD	Hong Kong	Stockbroker	27.12.91	19.05.95

NAME OF COMPANY	ROLE	COUNTRY	ACTIVITIES	APPOINTED	RESIGNED
Instinet Pacific Services Ltd	FD	Hong Kong	Service Co	14.01.92	19.05.95
Instinet UK Ltd	FD	UK	Stockbroker	01.12.93	19.05.95
Instinet UK Nominees Ltd	Director	UK	Nominee Co	01.03.94	19.05.95
Mercantile (Basingstoke) Ltd	NED	UK	Credit Co	08.08.91	15.10.91
Mercantile (Hampshire) Ltd	NED	UK	Credit Co	31.07.91	15.10.91
Mercantile Card Services Ltd	NED	UK	Credit Co	05.09.90	15.10.91
Mercantile Credit Company Ltd	FD	UK	Banking	30.07.91	16.10.91
Mercantile Credit Life Ass. Co. Ltd	NED	UK	Insurance	05.09.90	15.10.91
Mercantile Credit Nominees Ltd	FD	UK	Nominee Co	20.09.90	15.10.91
Mercantile Financial Services Ltd	FD	UK	Credit Co	26.07.91	15.10.91
Mercantile Wholesale Vauxhall Ltd	NED	UK	Credit Co	16.04.91	15.10.91
Motoring Card Ltd	MD	UK	Credit Co	01.01.90	01.07.91
PermaPlace Ltd	Chairman	UK	Media	27.03.17	
PonderSwamp Ltd	Chairman	UK	Media	02.04.08	11.12.09
Profile Tunnel Ltd	Chairman	UK	Investigatory	05.03.12	11.01.13
PSA Credit Company Ltd	FD	UK	Credit Co	29.09.89	15.10.91
Surety Trust Ltd	FD	UK	Banking	26.07.91	15.10.91
Thamesway Inc	MD	USA	Stockbroker	01.01.92	31.12.93
The Burlington Files Ltd	Chairman	UK	Publishing	26.03.12	
The Money Portal PLC	NED/FD	UK	Investment	26.03.04	15.03.05
UK Cars Direct Ltd	NED	UK	Credit Co	20.09.90	15.10.91
Wadham Stringer Credit Co. Ltd	NED	UK	Credit Co	05.09.90	15.10.91
WW Dental Excellence Ltd	Chairman	UK	Dentistry	26.10.00	22.08.01
WW Excellence Ltd	Chairman	UK	Holding Co	07.08.00	22.08.01
WW Toothbrush Ltd	Chairman	UK	Dentistry	07.08.00	22.08.01
WW Worldwide Services Ltd	Chairman	UK	Dentistry	16.08.00	22.08.01

Please note some of these companies may have changed name, ceased trading or been taken over since I was a Director: eg it is understood some of the Instinet companies became part of NASDAQ.



Instinet Global Services Limited  
Commodity Quay  
East Smithfield  
London E1 9UN  
Tel +44 (0)20 702 4040  
Fax +44 (0)20 702 0499

19 August, 1999

**TO WHOM IT MAY CONCERN**

**RE: Mr. J. W. P. (Bill) Fairclough**

I understand that you would like a reference in respect of Bill Fairclough, who was employed by us until May of 1995 and I am, of course, more than happy to supply this.

Following upon the acquisition of the Thamesway Group of Companies in October 1993, Bill Fairclough was appointed Finance Director to the Instinet International Group of Companies.

He played a significant role in the successful merger of the Instinet and Thamesway businesses. Thanks to his skills, hard work and dedication, those aspects of the merger for which he was responsible were completed to a high standard at a rapid pace.

During the 20 months that he was with us, working with others, Bill played a major part in the restructuring of the Group, introduction of self-clearing operations, introduction of a new financial accounting system and introduction of treasury and credit functions.


As you will observe from his Curriculum Vitae, a large part of Bill's expertise has been gained in acquisitions, sales and start-up of businesses and, as time progressed, it became obvious that we would be unable to provide the variety of ongoing challenges upon which he thrives.

After some discussion, understanding Bill's desire for further career development, we reluctantly made him redundant.

Bill has many skills and qualities to offer and we wish him every success for the future.

Please do not hesitate to contact me, should you require any further information.

Yours sincerely,

  
**Leslie J Brady MSI,**  
**Personnel Director.**

Registered Office: 65 Fleet Street, London EC4P 4AU  
Registered in England under Registered Number 2559674

Instinet Ltd  
0100 0000 0000

WW Excellence Limited  
158 Kentish Town Road  
London NW5 2AG  
Tel 020 7428 9333 Fax 020 7284 2054  
Email [Nigel@wwexcellence.fsnet.co.uk](mailto:Nigel@wwexcellence.fsnet.co.uk)

5<sup>th</sup> April 2002

TO WHOM IT MAY CONCERN  
RE: Mr JWP (Bill) Fairclough FCA, NISI, MCT

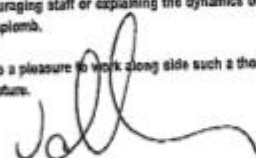
Bill Fairclough was employed by WW Excellence Limited as the founding Executive Chairman of the WW Excellence Group from August 2000 until May 2001. Thereafter, up until September 2001 he continued to be an employee and supported the Group in a non-executive capacity.

Bill's contribution to the Group was axiomatic to its obtaining an offer of substantial financial backing at a time when most corporate financiers and bankers were shying away from start-ups. For reasons outside of Bill's control this offer was not immediately taken up and subsequently lapsed. Sadly, some months later a decision was made to downsize the Group's activities given the deterioration in the Group's international business prospects following the dramatic changes in the global economic outlook after the tragic events in the USA in September 2001.

Bill's energy and dedication in building an innovative platform from which the business could develop inspired us all. His immediate grasp of the issues we faced in an industry of which he had no prior knowledge was awesome. The unique business model that he devised and designed specifically to address the problems we faced proved its worth the moment we presented it to potential financiers who had previously been distinctly sceptical of the dentistry industry.

Bill added value on all fronts. When required he added gravitas yet, as we were only a small team, he was never reticent in rolling up his sleeves and dealing with minutiae. Whether determining our strategic thrust, delving into the details of contracts or financial projections, helping devise logos, handling the nuances of our prestigious NED's, giving guidance on complex tax issues, assisting in the drafting of marketing literature, motivating and encouraging staff or explaining the dynamics of the business to potential backers he did so with enthusiasm, flair and aplomb.

It was a pleasure to work along side such a thoroughly professional all rounder and we wish him every success in the future.



Nigel Hanton FCA, BSc Econ  
Head of Operations

Registered Office: 158 Kentish Town Road, London NW5 2AG  
Registered in England No. 4647866

**TO WHOM IT MAY CONCERN**

I was the Executive Director of FIX Protocol Limited [FPL] from July 2003 until October 2005. I was instrumental in appointing Bill Fairclough as FPL's Financial Adviser.

FPL is a not-for-profit organisation. The organisation provides the Global Financial Services industry with communications standards and protocols for electronic equity, fixed income, derivative and foreign exchange trading.

Bill was the Financial Adviser to FPL from 1<sup>st</sup> July 2003 up to 6<sup>th</sup> October 2005 and during that period reported to me. It was a wide-ranging role and Bill was called upon to advise on a wide variety of matters.

From the outset Bill rapidly brought both financial control and stability to the organisation. No matter when called to assist with any issue Bill always responded professionally with enthusiasm and alacrity. His rare combination of organisational flair and lateral thinking combined with his being a very experienced and accomplished Finance Director meant that we always "got things done" on or ahead of schedule often against the odds.

It was a pleasure to work with Bill during this period and if in the future there was an opportunity for us to work together again I would not hesitate to try and obtain his services in any business initiative I was involved in.



Peter Randall

6<sup>th</sup> October 2005

**THE MONEY PORTAL PLC**

STAR HOUSE, 6 GARLAND ROAD, STANMORE, MIDDLESEX HA7 1NL. TELEPHONE 020 8731 5188 FACSIMILE 020 8951 3081

July 2006

To whom it may concern

**John William Percy Fairclough**

Bill was employed by the Company from 11th February 2004 until 7th March 2005. He was employed as the Company's Finance Director. During this period his business acumen and experience were of great value to the Company and he made an important contribution to the Company's development on many fronts including its fund-raising.

Bill retains an ongoing interest in the Company and we wish him well in furthering his distinguished career.

Yours faithfully

  
Chris Edge  
Finance Director  
For and on behalf of The Money Portal plc

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REGISTERED OFFICE: 1 THREADNEEDLE STREET EC2R 8JL. COMPANY REGISTRATION NO. 24263177

## The Ex-Mayor of Sutton Reference 2008

**Lal Hussain MBE**  
11 Park Hill Road Wallington SM6 0SD  
Surrey England  
Tel +44 (0) 208 647 9041

### TO WHOM IT MAY CONCERN

I have known Bill Fairclough of 13 Park Hill Road Wallington SM6 0SD as a neighbour and friend for more than 10 years. By his very nature he is always helpful and considerate and is indisputably a person of great integrity and of a high intellect.

What amazes me is his quite extraordinarily discretion. Despite knowing him well for so many years I did not realise that when he intimated to me that he worked in the financial services sector either at what level he had worked or indeed the nature of some of his work.

Having been, inter alia, the Mayor of Sutton I have met many high profile people from all over the world some of whom have been connected with the law in one way or another such as senior police officers, judges, barristers and representatives of the CPS.

In late 2007 after discovering a series of frauds I mentioned them to Bill one day just in case he knew anyone who could help the victim. He didn't refer the matter to anyone and instead much to my surprise offered his help. His immediate grasp of the situation from many perspectives was formidable. Since then more related frauds have been perpetrated and the case became exponentially complex: it now encompasses not just the UK but also Pakistan with several civil and criminal proceedings in both countries, death threats being made to the victim by the criminals involved and so on.

I resorted to seeking advice for the victim from the many high level contacts I had as referred to above. While Bill is not a lawyer and indeed he emphasised that, his advice has been vital in helping assist the victim of these crimes and take matters forward from all angles many of which were overlooked by the army of police, government officials, barristers and solicitors involved in both the UK and Pakistan. Bill's advice and input covered not only how to proceed from a strategic and tactical direction on all fronts but also detailed pragmatic advice covering such matters as how best the victim should enhance his security, how the victim should handle matters psychologically, where the crucial evidence lay and precisely how to access and obtain it.

Bill's assistance was awesome: he applied his skills in many ways such as "blue sky" analysis, playing devil's advocate or handling minutiae such as advising on the source etc of fake email addresses within hours of being notified of them. It was as if he were a top flight international detective, barrister and judge rolled into one.

If any person were to approach me again as a victim of fraud or crime I would not hesitate to refer the matter to Bill to see if he could help determine how to deal with all the matters arising - from my experience this would be a much wiser first step than dialling 999 or calling a top notch barrister!



12<sup>th</sup> September 2008





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TO WHOM IT MAY CONCERN

Re JWP Fairclough FCA MCS1 MCT of  
13 Park Hill Road Wallington Surrey SM6 0SD

I am the Chairman of ECF Group Limited and its ultimate holding company Mottram Group (Holdings) Limited. The ECF Group is currently being wound down although Bill Fairclough remains a Director of ECF Group Limited.

From April 2007 to date Bill reported to me as the independent Non-executive Director in the ECF Group. During this period he acted as a Director of either ECF Group Limited, ECF Asset Finance plc or ECF Property Finance plc all of which were ultimately owned by Mottram Group (Holdings) Limited.

Bill is a first class and accomplished Non-Executive Director. He is of the highest integrity, very professional and thoroughly reliable in all respects. His skills and experience on many fronts including his investigatory capabilities were of great value to me and the ECF Group.

If the opportunity arose I would not hesitate to employ Bill again as a Non-Executive Director or to request him to undertake due diligence and/or investigatory work on my behalf. It was a pleasure working with Bill and I would recommend him not only as an accomplished Non-executive Director but also as someone who could be relied upon to properly undertake complex and sensitive investigations.



Clive Bowen FCA  
Chairman  
22<sup>nd</sup> November 2010



**four fifty** partnership  
chartered accountants

TO WHOM IT MAY CONCERN

Reference for Faire Sans Dire Limited and its Directors (JWP Fairclough FCA, MSCI, MCT and CPR Fairclough) of 13 Park Hill Road Wallington Surrey SM6 0SD England

I am a director in this medium sized firm of Chartered Accountants which operates from offices in the South West of England.

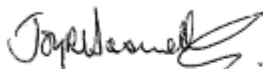
I have known Bill Fairclough for seven years and have had the pleasure of working alongside him on several occasions on a wide variety of fronts. My first working association with Bill was when he was employed as the Finance Director of one of my largest clients.

I was not alone in holding the opinion that he was a very experienced and accomplished Finance Director. Bill's integrity, honesty and intelligence are all of a very high calibre and his modus operandi in business epitomises the expression of being in safe and trustworthy hands.

From 2009 inclusive either Bill and/or Faire Sans Dire Limited (FSDL) have intermittently either undertaken highly confidential and sensitive consultancy and/or investigatory work for our firm in its own right or undertaken other work we have either requested of FSDL or introduced to FSDL (eg via a director of one of our clients).

Other work undertaken for us by FSDL included advising us on information technology and website related matters focusing mainly on commercial and security issues surrounding our website. Most of that work was undertaken by Charlie Fairclough in 2010 (a Director of FSDL at the time). I never had reason to meet him but all the information technology and website work undertaken by Charlie was carried out professionally and to exacting technical standards.

Indeed all the work we have requested of Bill and/or FSDL (thereby including Charlie) has always been done with care, skill and professionalism on a timely basis. Were any work of a similar nature to that we have requested of them in the past to arise in the future FSDL would be at the top of the list of those we would consider using.



Joy Boswell FCCA ACA  
27 February 2012

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14<sup>th</sup> October 2014

In confidence – to whom it may concern

Reference re John William Percy [Bill] Fairclough FCA MCSI MCT  
of 13 Park Hill Road Wallington SM6 0SD England

I have known Bill for over a decade and worked alongside him in various capacities. For example, he has been a co-director of mine; I have been a client of one of his businesses (Faire Sans Dire Limited); and I have also tried to assist him in marketing his publishing company, The Burlington Files Limited.

Simply put, Bill is a pleasure to work with. He is a decidedly reliable and experienced professional of the highest integrity. He frequently adds a new lateral direction to collective thinking about a problem and, as implied in The Burlington Files, in real life he is an altruist by nature.

The scale and breadth of his international experience in so many fields is awesome. Whether acting as a director, mentor, accountant or investigator in business or in other areas where he has expertise such as in counter-intelligence, the combination of his contribution, enthusiasm and resolve are truly remarkable. He also has a talent for switching from minutiae to strategic blue sky thinking and vice versa before you can blink!

Given the opportunity, I would always try to seek out his advice on any conundrums I might face in the future. If I was seeking a mentor for a director on a board I controlled or a non-executive director for a business I owned, Bill would immediately spring to mind.